



Montana Department of

REVENUE

LIQUOR CONTROL DIVISION

Frequently Asked Questions

Foreign Winery or Importer Licensees:

- Q. Are copies of wine distributor agreements with a winery or wine importer and a table wine distributor required to be filed with the Liquor Control Division?**
- A.** Yes. In the event an agreement is ever disputed, a court will not consider the agreement to have any force or effect if it is not on file with the Department. (16-3-226, MCA)
- Q. Who can a foreign winery ship to in the State of Montana?**
- A.** A foreign winery registered in the state can ship to licensed table wine distributors or licensed connoisseurs. The winery can only ship to connoisseurs who provide the winery with the appropriate Department of Revenue issued labels.
- Q. Who can wine importers ship to in the State of Montana?**
- A.** Wine importers can only ship to licensed table wine distributors.
- Q. How can a winery located in another state ship to retailers in the State of Montana?**
- A.** Out of state wineries can apply for an Out-of-State Winery License which allows the winery to ship limited quantities directly to retail liquor licensees, licensed table wine distributors and/or licensed connoisseurs. The limit on direct shipments of wine to licensed retailers is 4,500 cases annually.
- Q. What is the difference between an Out-of-State Winery and a Foreign Winery?**
- A.** An Out-of-State Winery is *licensed* to ship directly to retailers, licensed table wine distributors and/or connoisseurs. A Foreign Winery is *registered* to ship to licensed table wine distributors and/or connoisseurs.
- Q. Is there a limit on how much wine can be shipped into the State of Montana by a winery?**
- A.** Yes. The annual limit on out-of-state shipments to all connoisseurs by a winery is 720 bottles or 60 cases of wine.
- Q. How can a foreign winery or importer verify they are shipping to a licensed connoisseur, licensed table wine distributor or licensed retailer?**
- A.** The department has a searchable on-line query on our web site located at <http://mt.gov/revenue/forbusinesses/liquorlicensees/liquorlicensing.asp> or the winery or importer can contact the Liquor Control Division directly at 1-866-859-2254 or (406) 444-6900.
- Q. Who pays the tax on products distributed in the State of Montana?**
- A.** Any licensed Montana table wine distributor or licensed winery who delivers products to retailers is required to pay the tax on such products.

Q. How can wineries who produce sacramental wine distribute their wine to churches in the State of Montana?

A. Wineries who specialize in sacramental wine over 16% alcohol by volume can contact the Liquor Control Division and ship wine to our warehouse who will then distribute the sacramental wine to State Agency Liquor Stores where the priests, rabbis, pastors, ministers, officials of the churches or other established religious organizations may purchase the sacramental wine directly in their areas. Wineries who specialize in sacramental wine under 16% alcohol by volume can ship their wine to licensed table wine distributors who will then distribute to retailers for purchase by priests, rabbis, pastors, ministers, officials of the churches or other established religious organizations.

Q. Do foreign wineries or wine importers need to receive approval before products and varieties of products can be shipped into the State of Montana?

A. Yes. Foreign wineries and wine importers must provide the department with copies of their labels for review and approval prior to shipping into the State of Montana.